



NEFI Energy Leaders Program at



**TUCK
EXECUTIVE EDUCATION
AT DARTMOUTH**

April 19-23, 2020



Special Preview Webinar | February 27, 2020

Today's Speakers



Kaitlin Dumont
Associate Director,
Business Leadership
Programs
*Tuck Executive
Education at Dartmouth*



Jim Townsend
CEO
Townsend Energy
*Chairman NEFI
Education Committee*



Fred Hunt
Director of
Sales & Marketing
RW Beckett Corp.



Peter Aziz
BantamWesson
NEFI Chairman



Tuck School of Business and NEFI



Kaitlin Dumont
Associate Director,
Business Leadership
Programs



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Tuck School of Business



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The Tuck School of Business was founded at Dartmouth College in 1900 and served as the prototype for the many MBA-granting graduate programs that followed.

Tuck offers only one degree—the full-time MBA—and a select array of executive education programs. This focus and our small scale enable us to adapt quickly, to innovate constantly, and to create a unique learning community.



Our Location

Thanks to Tuck's location in the heart of northern New England, in Hanover, NH, our environment offers rich opportunities for students and participants to refresh mentally and physically as they're learning transformative new skills.





REVERS CENTER FOR ENERGY

Mission:

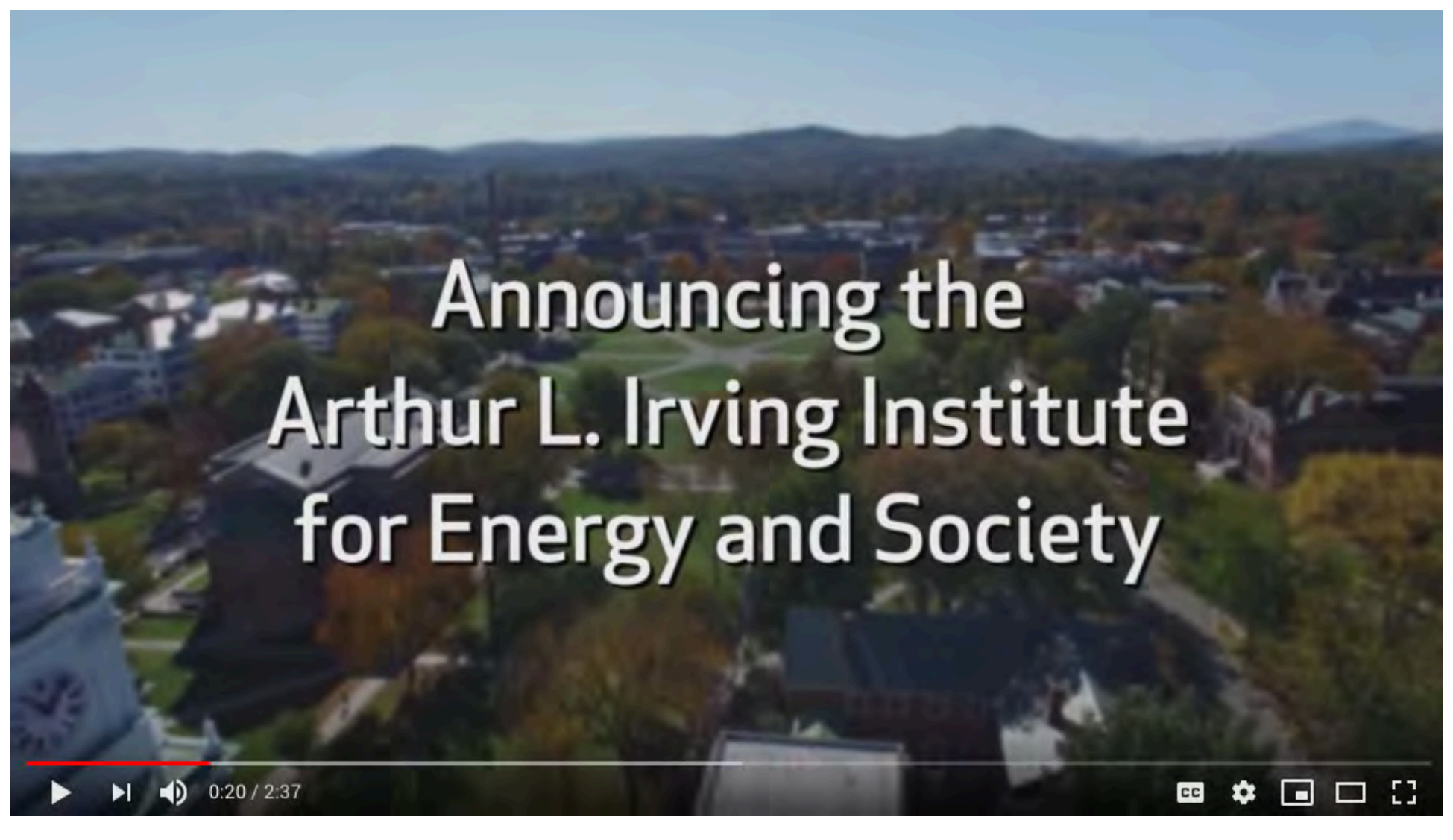
To inspire and shape tomorrow's leaders in energy
while engaging today's energy community

The Arthur L. Irving Institute for Energy and Society



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In the classroom and in the field, the Irving Institute works to enhance Dartmouth students' awareness of how energy systems shape and are shaped by the societies they serve. And for students who want to be experts, leaders, and changemakers in energy, we provide opportunities to understand energy's role from multiple perspectives across a range of real-world contexts.

An aerial view of a university campus with mountains in the background. The text is overlaid on the center of the image.

Announcing the Arthur L. Irving Institute for Energy and Society

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NEFI Energy Industry Leaders Program



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- **Strategy** – sharpen your approach to decision-making and growth
- **Innovation** – learn about unique solutions and diversification opportunities
- **Disruption** – explore upcoming changes to the deliverable energy business
- **Finance** – discover the financial tools you need for growth, including private equity
- **Leadership** – develop an action plan to manage team dynamics and performance





NEFI Energy Leaders Program



SUNDAY 4/19/2020	MONDAY 4/20/2020	TUESDAY 4/21/2020	WEDNESDAY 4/22/2020	THURSDAY 4/23/2020
	Breakfast available from 6:30 AM Six South Street Hotel	Breakfast available from 6:30 AM Six South Street Hotel	Breakfast available from 6:30 AM Six South Street Hotel	Breakfast available from 6:30 AM Six South Street Hotel
	7:30 AM Escorted Walk to Hanover Inn Six South Street Hotel Lobby			
	7:45 – 8:15 AM Study Groups	8:30 AM - 12:00 Noon Innovation Strategy: The Wide Lens (Ron Adner)	8:30 AM - 12:00 Noon Developing a Strategic Mindset (Syd Finkelstein)	8:30 AM - 12:00 Noon Digital Strategies for Innovation (Alva Taylor)
	8:30 - 11:00 AM Leading Change (Paul Argenti)			
	11:15 - 12:30 PM Building, Protecting, and Measuring Corporate Reputation (Paul Argenti)			
	12:30 - 1:30 PM Group Photograph and Lunch Ford Sayre/Brewster, Hanover Inn	12:00 - 1:00 PM Lunch with Revers Center Fellows	12:00 - 1:00 PM Lunch Hayward Room, Hanover Inn	12:00 - 1:00 PM Lunch Ford Sayre/Brewster, Hanover Inn
5:30 - 6:25 PM Program Registration Six South Street Hotel Lobby	1:30 - 5:00 PM Building and Managing Strong Brands (Kevin Keller)	1:00 - 2:30 PM Using Financial Statements to Create Value (Phil Stocken)	1:00 - 6:00 PM Making M&As Work in the New Energy Economy	1:00 - 4:30 PM Digital Disruption (Geoff Parker)
	5:00 - 6:30 PM Reflection Time	3:00 - 4:30 PM Structuring M&A (Karin Thorburn)	Superbosses (Syd Finkelstein)	4:30 - 5:00 PM Evaluations
		4:45 – 6:00 PM Panel Discussion: The Road to Net-Zero Emissions (Aziz, Cota, and Townsend)		5:00 - 5:30 PM Graduation Program Adjourns
6:30 - 8:30 PM Program Kickoff Reception Top of the Hop, Hopkins Center, Dartmouth College	6:30 - 9:00 PM Dinner and Fireside Chat: Innovation Strategy: The Wide Lens (Ron Adner) Hayward Room, Hanover Inn	6:30 - 8:30 PM Dinner and Session, Speaker TBD McLaughlin Altrium, Tuck School of Business	6:30 - 7:00 PM Coach Transfer to Simon Pearce	
			7:00 - 9:45 PM Closing Dinner Simon Pearce Restaurant	
			The Irving Energy Story and Leading the Family Business (Irving and Whitcomb)	

Feedback from Participants



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NEFI April 19-23 Energy Leaders Program Preview Webinar | Feb. 27, 2020






NEFI Energy Leaders Program
Tuck School of Business at Dartmouth College
March 31–April 5, 2019





“The program was well designed and extremely effective. The classes built upon each other throughout the week. The in-class discussions were very valuable and allowed for brainstorming on ways to overcome the challenges our industry is facing.”

**Carrie Tomforde
Irving Oil**



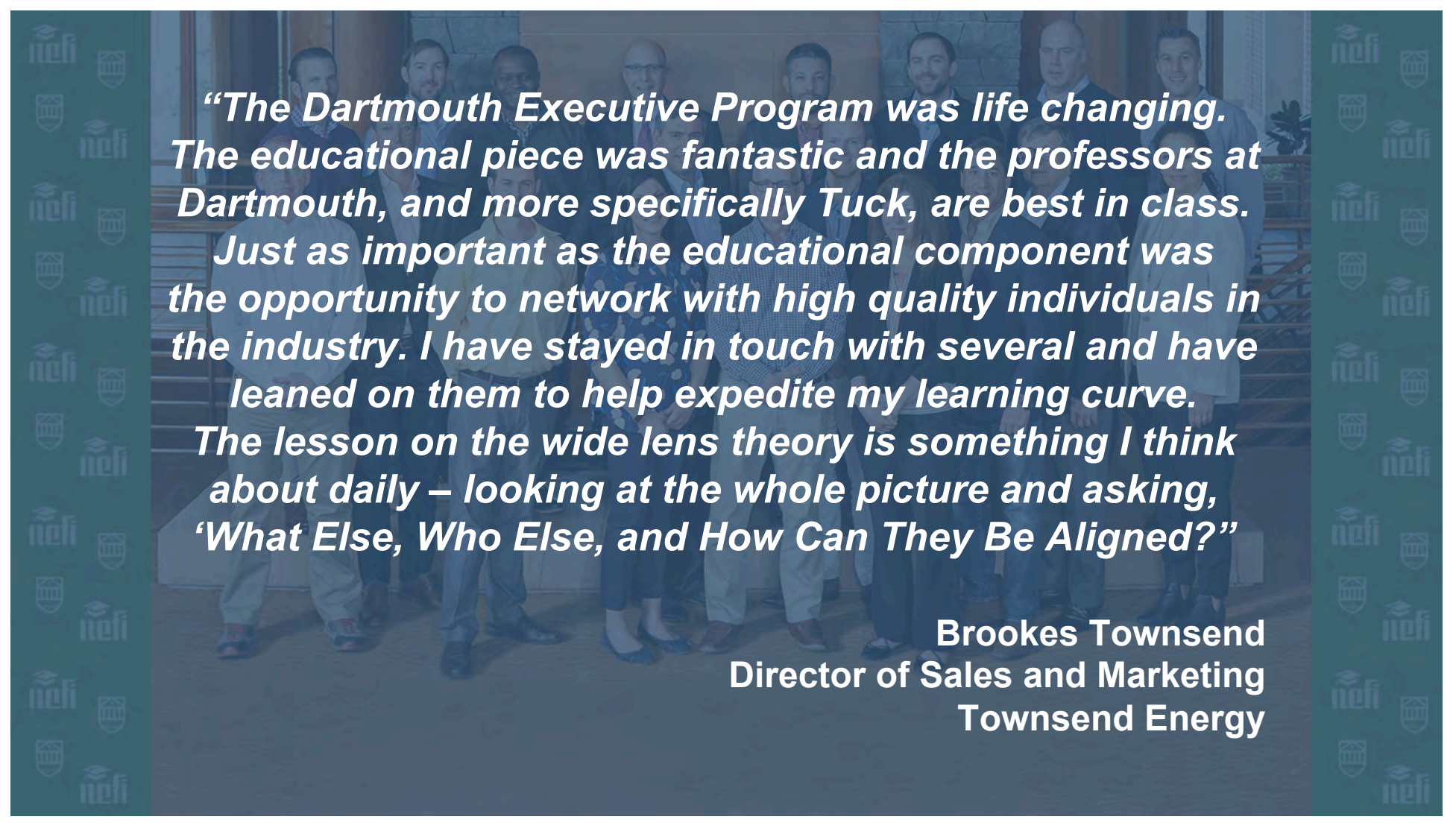
“I found the Energy Leaders Program to be enlightening and enjoyable. As an industry leader I definitely got my money’s worth. The theme of the week focused on developing business strategies for anticipating disruptions in the market. The program had us approach our issues in an intellectually strategic way and gave us the opportunity to think about the broader picture of the market, take ourselves out of the day-to-day operations and look at the industry with a wider lens and long-term perspective.”

**David Singer
CEO, Robison Oil**




“I was able to return to work the following Monday and have a clear plan of the direction I would like to take the company.”

**Catherine Schantz
Taylor Energy**



“The Dartmouth Executive Program was life changing. The educational piece was fantastic and the professors at Dartmouth, and more specifically Tuck, are best in class. Just as important as the educational component was the opportunity to network with high quality individuals in the industry. I have stayed in touch with several and have leaned on them to help expedite my learning curve. The lesson on the wide lens theory is something I think about daily – looking at the whole picture and asking, ‘What Else, Who Else, and How Can They Be Aligned?’”

**Brookes Townsend
Director of Sales and Marketing
Townsend Energy**



“Regardless of how satisfied you are with your current business operations, the program forces you to take a step back and look at your business in a new light. Reviewing case studies from both successful and unsuccessful companies, we then applied them to our industry’s current challenges. At MacFarlane, we are using many of these strategies to cultivate future leadership from within and mentoring staff for growth on all levels.”

**Scott E. MacFarlane
Vice President
MacFarlane Energy**

“How I Advanced My Leadership Style”



Jim Townsend
CEO Townsend Energy
Chairman NEFI
Education Committee



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“What we learned from the standpoint of leadership, disruption, innovation, strategic communications ... it was transformational. It is a great opportunity for owners, young owners and aspiring senior management to look at your business and your challenges differently. To recognize, adapt and respond to change. The NEFI Tuck Leaders Program was both rigorous and dynamic, yet even when we had some downtime, our conversations came back to the program, what we were learning and how we could execute these ideas and strategies in our businesses. In my experience, that is very unique. Two things, specifically, resonated. One is the stunning pace of change going on around us, and what the next 2 or 5 years will look like. The other is the importance of leadership and the techniques which allowed me to implement some of these strategies immediately.”



Jim Townsend
CEO Townsend Energy
Chairman NEFI
Education Committee



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“How I Advanced Academically and Practically”



Fred Hunt
Director of Sales & Marketing
RW Beckett Corp.



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“The program developed for NEFI was excellent, the program managers superb, and the instructors were fantastic. I would come back to do this again. I thought the content was a perfect blend of the academic and the practical.”



Fred Hunt
Director of
Sales & Marketing
RW Beckett Corp.



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“How NEFI is Redefining Energy Education”



Peter Aziz
BantamWesson
NEFI Chairman



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We Rewrote the Book Energy Professional Education

The NEFI Energy Leaders program ensures that energy professionals have the business and leadership skills they need to create and execute strategy to positively impact their organizations.



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Sunday April 19 to Thursday April 23

PROGRAM FEE: \$9,525 (ALL INCLUSIVE)

REG DEADLINE: Thursday March 5, 2020

WEBINAR DISCOUNT: \$150.00



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Easy Online Enrollment

STEP 1: REGISTRATION

- Download & Submit Registration Form

STEP 2: PAYMENT OPTIONS

- Registration Deposit: \$500
- Full Tuition
- Bill Company (NEFI Member)

Or Contact NEFI

Lisa Avery
(617) 924-1000

Lisa.Avery@nefi.com



www.NEFIEDU.com



“How NEFI is Redefining Energy Education”



Sean Cota
NEFI President & CEO



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Thank You Q&A



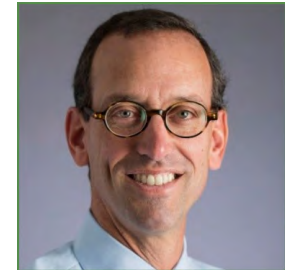
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